

2025 WEBINARS



JAN 8

FINANCIAL ANALYSIS BOOT CAMP (90 minutes)

Presenter: Michael Dennis

JAN 15

FINANCIAL ANALYSIS BOOT CAMP, PART 2 (90 minutes)

Presenter: Michael Dennis

FEB 19

CONSTRUCTION LAW, LIEN, AND BOND RIGHTS IN WI

Presenter: Daniel Reich

MAR 19

HOW TO SET CUSTOMER CREDIT LIMITS CORRECTLY

Presenter: Michael Dennis

APR 16

SALES & CREDIT - PARTNERSHIP FOR PROFIT (75 minutes)

Presenter: Barry Elms

MAY 14

SMART CREDIT POLICIES THAT IMPROVE COLLECTIONS

Presenter: Michael Dennis

JUN 18

CREDIT CARD ACCEPTANCE—ANTITRUST STATEMENT

Presenter: Scott Blakeley

JUL 16

LETTERS OF CREDIT: 20 THINGS EVERY CREDIT PRO NEEDS TO KNOW

Presenter: Michael Dennis

AUG 20

LEGAL ASPECTS OF CREDIT AND COLLECTIONS

Presenter: David Balovich

SEP 17

“CASH IS KING!” Order to Cash Process, The 11 Step Process for Effective & Efficient “SALES-TO-CASH SUCCESS”

Presenter: Bart Frankel

OCT 15

SUCCESS STRATEGIES FOR CREDIT PROFESSIONALS (75 minutes)

Presenter: Barry Elms

NOV 19

SIX STEPS TO IMPROVE CASH FLOW WITH PHONE POWER COLLECTIONS

Presenter: Bart Frankel

DEC 17

HOW TO IMPROVE COLLECTION PERFORMANCE IMMEDIATELY

Presenter: Michael Dennis

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